



## OneSpan Introduces New Partner Network Program to Broaden Delivery of Secure and Seamless Customer Experiences

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*Empowering partners to expand their portfolio with high-assurance identity proofing, strong authentication, and secure e-signature solutions*

BOSTON--(BUSINESS WIRE)--Dec. 6, 2023-- [OneSpan](#)™ (NASDAQ: OSPN), the digital agreements security company, today announced the launch of a new partner network program that now provides a comprehensive set of benefits that will drive growth and help OneSpan partners deliver seamless and secure customer experiences. Members of the global partner network can expand their security and e-signature portfolio with market-leading solutions, financial incentives, training, and certification, along with technical, sales, and marketing support.

As rapid digital transformation continues worldwide and the capabilities of generative AI advance exponentially, we are seeing a proliferation of deepfakes, online identity theft, manipulation of digital contracts, and persistent and increasingly sophisticated social engineering schemes. These factors are undermining the integrity of digital interactions and transactions. Whether it's for workforce authentication or to secure digital workflows, OneSpan offers enterprise-grade solutions that provide continuous identity verification and authentication, e-signature, high-assurance virtual collaboration, and secure storage.

"The world needs security-infused workflows native to digital experiences that guarantee the integrity of people, data, transactions, and documentation," said Matthew Moynahan, President and CEO at OneSpan. "Our partners play a critical role in delivering trust to organizations and end users throughout the entire customer journey. Working with best-in-class partners extends the reach of our technology and delivers even more impact to our mutual customers. The OneSpan Partner Network represents a significant milestone in delivering on our promise to help our customers and partners secure their customer-facing and revenue-generating processes."

The [OneSpan Partner Network](#) meets the needs of the company's growing partner ecosystem, with a special focus on an accelerated onboarding process. This benefit helps partners quickly ramp up their business with OneSpan by providing a streamlined onboarding process and access to a wealth of resources, including training materials, sales tools, marketing collateral, and technical support.

The program foundation includes:

- **Comprehensive enablement support:** Partners can build knowledge, develop expertise, and become certified, providing sales and technical proficiencies for all OneSpan solutions.
- **Flexible Engagement Models:** Partners can choose from various engagement models to meet their business needs, including distributors, resellers, system integrators, independent software vendors, and managed service providers.
- **Expanded portfolio opportunity:** Partners can reach more customers and grow their revenue with OneSpan's high-assurance identity proofing, authentication, and secure electronic signature solutions.
- **New incentives and marketing support:** With higher levels of engagement and performance, partners will qualify for greater financial incentives, rewards, and discounts. OneSpan has increased lead-generation efforts and marketing focus to foster mutual go-to-market strategies.

Introduced recently and available to all partners, OneSpan announced it is leveraging its security DNA and industry expertise to help the workforce authentication market with the launch of [DIGIPASS FX1 BIO](#), a FIDO-enabled phishing-resistant authenticator that enables passwordless authentication. DIGIPASS FX1 BIO protects against social engineering, adversary-in-the-middle attacks and replay attacks, preventing account takeover and unauthorized access to company resources.

### Supporting Quotes:

"OneSpan has been a trusted security partner for over 20 years, delivering high-quality authentication solutions and always being at the forefront of technological advances," said Helge Scherff, Regional Vice President Central Region at Nuvias. "Their product portfolio fits well with market needs, and they help us provide our partners with innovative security options to grow their businesses."

"The increasing pace of modern digital transformation is driving the need for innovation and collaboration in the cybersecurity industry," said Nicholas Argyrides – VP Gulf at Mindware. "As Mindware continues strengthening its security portfolio, our partnership with OneSpan adds significant value to our channel offerings."

"As our newest partner, OneSpan is helping us deliver remote online notarization across industries to ensure security and help achieve compliance with a streamlined user experience," said Andrew Hatter, President at AYIN International Inc. "Our partnership with OneSpan aligns with our strategy, offering a new generation of remote online notarization solutions in the fast-growing market."

"OneSpan has played a significant role in providing our customers with a streamlined, secure e-signature solution," said Pablo Enriquez, Director at TSPI. Their investment in the federal space with partner support and FedRAMP certified products, combined with TSPI's domain expertise enables us to provide the highest value possible to our customers."

### Additional Resources

- Partners can sign up for the OneSpan Partner Network [here](#).

#### **About OneSpan**

OneSpan helps organizations accelerate digital transformations by enabling secure, compliant, and refreshingly easy customer agreements and transaction experiences. Organizations requiring high assurance security, including the integrity of end-users and the fidelity of transaction records behind every agreement, choose OneSpan to simplify and secure business processes with their partners and customers. Trusted by global blue-chip enterprises, including more than 60% of the world's largest 100 banks, OneSpan processes millions of digital agreements and billions of transactions in 100+ countries annually.

For more information, go to [www.onespan.com](http://www.onespan.com). You can also follow @OneSpan on Twitter or visit us on LinkedIn and Facebook.

#### **Forward-Looking Statements**

This press release contains forward-looking statements within the meaning of applicable U.S. securities laws, including statements regarding potential future plans, expectations, benefits, use cases, and outcomes of the OneSpan Partner Network. Forward-looking statements may be identified by words such as "seek", "believe", "plan", "estimate", "anticipate", "expect", "intend", "continue", "outlook", "may", "will", "should", "look forward" "could", or "might", and other similar expressions. These forward-looking statements involve risks and uncertainties, as well as assumptions that, if they do not fully materialize or prove incorrect, could cause our results to differ materially from those expressed or implied by such forward-looking statements. Factors that could materially affect our business and financial results include, but are not limited to the factors described in the "Risk Factors" section of our Annual Report on Form 10-K, as updated by the "Risk Factors" section of our Quarterly Report on Form 10-Q for the quarters ended June 30 and September 30, 2023. Our filings with the Securities and Exchange Commission (the "SEC") and other important information can be found in the Investor Relations section of our website at [investors.onespan.com](http://investors.onespan.com). We do not have any intent, and disclaim any obligation, to update the forward-looking information to reflect events that occur, circumstances that exist or changes in our expectations after the date of this press release, except as required by law.

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#### **Media Contact**

Nicole Bosgraaf  
Director, Global PR & Social Media  
+1-401-219-2131  
[nicole.bosgraaf@onespan.com](mailto:nicole.bosgraaf@onespan.com)

#### **Investor contact:**

Joe Maxa  
Vice President of Investor Relations  
+1-312-766-4009  
[joe.maxa@onespan.com](mailto:joe.maxa@onespan.com)

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